

Department of General Services
Office of Small and Minority Business
1531 I Street, Second Floor
Sacramento, CA 95814-2016
(916) 323-5478, Receptionist
(916) 322-5060, Electronic Messages
24-Hour, 7Days, Document Request Feature
Internet Address: <http://www.dgs.ca.gov/osmb>



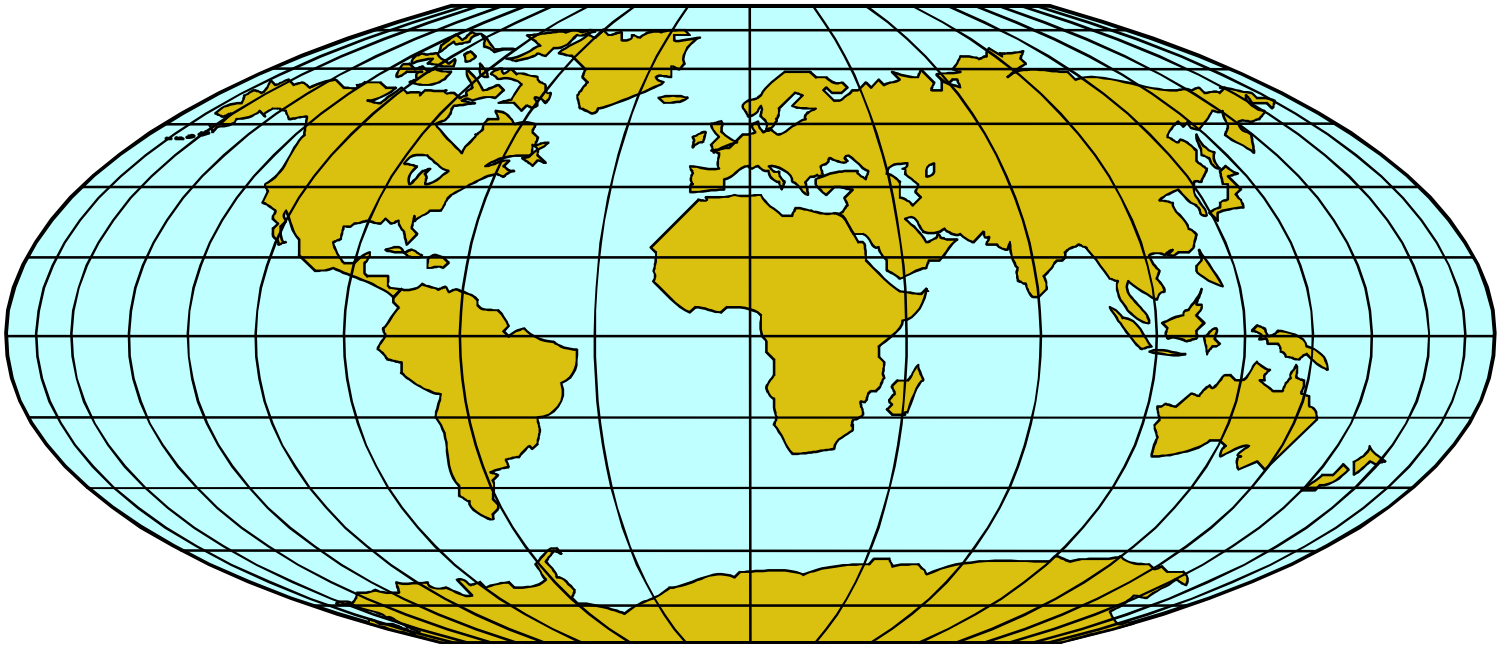
STATE CONTRACTING



RESOURCE PACKET

California State Contracts Register on the World Wide Web

The CSCR is on the Internet at <http://www.dgs.ca.gov/osmb>



The CSCR advertises state service and construction contracting opportunities. Currently each issue contains hundreds of contracts available for bid. Many of these bid packages offer a download feature attachment. There are many timesaving benefits to accessing this information via the Internet. The "Bookmark" and "Find" features allow direct access to the advertisements of interest to your business.

Some of the additional benefits on the Internet are...

- more timely notification of contract information
- increased response lead time to the advertised bid deadline
- cost savings
- business information necessary for state contracting
 - certified Small Business listing
 - certified Disabled Veteran Business Enterprise listing
 - Internet M/W/DVBE & Small Business workshops listed
 - online contacts with OSMB personnel
 - links to other contracting websites

Public access to the Internet is available through participating local libraries. For more information or a listing of local libraries with Internet accessibility, please contact the Office of Small and Minority Business (OSMB) at (916) 323-5478.



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DEPARTMENT OF GENERAL SERVICES

Office of Small and Minority Business
1531 I Street, 2nd Floor
Sacramento CA 95814-2016



Thank you for contacting the Office of Small and Minority Business (OSMB) regarding the Minority, Women, and Disabled Veteran Business Enterprise (M/W/DVBE) Participation Program and program requirements described in your bid package.

The OSMB provides business information services to further participation in state contracting opportunities. The OSMB is a resource to state agencies and business firms in the implementation of the State's Minority, Women, and Disabled Veteran Business Enterprise Participation Program. California established statewide contract participation goals of at least **fifteen** percent for minority business enterprise (MBE), **five** percent for women business enterprise (WBE) and **three** percent for disabled veteran business enterprise (DVBE). These goals apply to a Department's overall annual contracting program. Awarding departments have the discretion to include the program goals within individual contracts.

For each applicable contract, prime contractors must achieve the minimum M/W/DVBE participation goals or demonstrate and document that they made a "good faith effort" to attain the participation. The law's intent is to increase M/W/DVBE contract participation in state contracting.

The five legally defined "good faith effort" steps are:

- 1. Contact was made with the awarding department to identify M/W/DVBEs.**
- 2. Contact was made with other state and federal agencies, and with local M/W/DVBE organizations to identify M/W/DVBEs.**
- 3. Advertising was published in trade papers and papers focusing on M/W/DVBEs, unless time limits imposed by the awarding department do not permit that advertising.**
- 4. Invitations to bid were submitted to potential M/W/DVBE contractors.**
- 5. Available M/W/DVBEs were considered.**

The following resources will assist you in identifying M/W/DVBE firms interested in state contract participation. The Resource Packet is not exclusive. If you wish to use other sources, contact the awarding department contract representative to ensure program acceptability. Please keep in mind that the awarding department is the entity executing the contract on behalf of the State, and therefore, will make the final decisions regarding program requirement compliance and responsiveness to participation goals.

The referral organizations, trade papers, and focus papers listed in this Resource Packet will assist in your endeavor to identify potential subcontractors and suppliers and be program responsive. The information was obtained from a survey completed by the listed firm or organization.

Throughout the Resource Packet definitions are provided to clarify each step of the good faith effort. These definitions are enclosed in boxes proceeding each informational section.

STEP 1

CONTACT WAS MADE WITH THE **AWARDING DEPARTMENT** TO IDENTIFY M/W/DVBES

The contact is for the purpose of identifying potential M/W/DVBE subcontractors and/or suppliers, not merely to request the bid package.

Awarding department responses may include the following:

- A list of M/W/DVBES who have expressed interest in the **contract** by phone, writing or bid conference attendance.
- A list of M/W/DVBES who have participated, considered or expressed interest for prior **contracts**.
- Use of an internal database or directory.
- Referral to other resource or service providers.

Documentation requirements (i.e., date, time, person contacted, type of agency contacted) may vary from **contract to contract**. It is imperative that bidders carefully read the bid documents for specific information and instructions regarding the documentation requirements, and contact the **awarding department** with inquiries about the bid package.

AWARDING DEPARTMENT: means any state agency, department, governmental entity, or other officer or entity empowered by the law to enter into contracts on behalf of the State of California.

CONTRACT: includes any agreement or joint development agreement to provide labor, services, material, supplies, or equipment in the performance of a contract, franchise, concession, or lease granted, let, or awarded for and on behalf of the State of California.


STEP 2

CONTACT WAS MADE WITH OTHER STATE AND FEDERAL* AGENCIES, AND WITH LOCAL M/W/DVBE ORGANIZATIONS TO IDENTIFY **MINORITY, WOMEN, AND DISABLED VETERAN BUSINESS ENTERPRISES.**




MINORITY: A citizen or lawful permanent resident of the United States who is an ethnic person of color and who is: Black (a person having origins in any of the Black racial groups of Africa); Hispanic (a person of Mexican, Puerto Rican, Cuban, Central or South American, or other Spanish or Portuguese culture or origin regardless of race); Native American (an American Indian, Eskimo, Aleut, or Native Hawaiian); Pacific-Asian (a person whose origins are from Japan, China, Taiwan, Korea, Vietnam, Laos, Cambodia, the Philippines, Samoa, Guam, or the United States Trust Territories of the Pacific including the Northern Marianas); Asian-Indian (a person whose origins are from India, Pakistan, or Bangladesh); or any other group of natural persons identified as minorities in the respective project specifications of an awarding department or participating local agency.

MINORITY BUSINESS ENTERPRISE: Requires that the business has 51% ownership by one or more minorities, and is managed by, and the daily operations are controlled by one or more minorities who own the business, and is a business concern with its home office located in the United States which is not a branch or subsidiary of a foreign corporation, firm, or business.




WOMEN BUSINESS ENTERPRISE: Requires that the business has 51% ownership by one or more women, and is managed by, and the daily operations are controlled by one or more women who own the business, and is a business concern with its home office located in the United States which is not a branch or subsidiary of a foreign corporation, firm, or business.



DISABLED VETERAN: A veteran of the U.S. military, naval or air service, with a service-connected disability of 10% or more, and is a resident of California.

DISABLED VETERAN BUSINESS ENTERPRISE: A firm certified by the OSMB which has 51% ownership by one or more disabled veterans, and is managed by, and the daily operations are controlled by one or more disabled veterans. The managing disabled veterans are not required to be owners. The firm must be a business concern with its home office located in the United States and must not be a branch or subsidiary of a foreign corporation, firm, or business.



CONTROL: As applied to “ownership (or management) and control” of M/W/DVBE means the M/W/DVBE owner(s) and/or DVBE manager(s) must demonstrate expertise specifically in the firm’s field of operation in controlling the overall destiny and the day-to-day operations of the firm. Office management, clerical, or other experience unrelated to the firm’s field of operations is insufficient to establish control. The control is comprised of two parts - Managerial and Operational.

*See page 4 for status change of federal agency requirement.

**LISTINGS OF STATE AND LOCAL
AGENCIES AND ORGANIZATIONS WHICH REFER
MINORITY, WOMEN, AND DISABLED VETERAN BUSINESS ENTERPRISES**

The following agencies and organizations provide services to identify potential M/W/DVBEs. Be advised that some of the organizations charge a fee to recover material costs, and others may charge a fee for services provided.

It has become increasingly difficult to comply with Public Contract Code §10115.2 b(2) regarding federal agency contacts. At this time it appears that no viable federal contacts exist as a resource to identify potential M/W/DVBE subcontractors in state contracting. While statute mandates compliance the Department of General Services (DGS), Office of Legal Services (OLS) also recognizes that the unavailability of qualifying federal agencies poses a practical impossibility and probably a legal nullity. (Civil Code §3531 provides that "the law never requires impossibilities." Civil Code §3532 states that "the law neither does nor requires idle acts.")

The Office of Small and Minority Business (OSMB) coordinated with the OLS to examine the available options to meet program statutory requirements. Previously, a consensus had been reached to allow "federally funded nonprofit entities" to fulfill this requirement. Recently, this consensus was challenged and the OLS reexamined the definition of "federal agency" regarding program acceptability. Subsequently, "federally funded nonprofit entities" were determined as not meeting the definition of "federal agency" based on a reasonable interpretation of the plain words. Additionally, Executive Order W-124-95, para 5(a) states, *"to the maximum extent allowable by law, ... state agencies, departments, etc. Shall ... eliminate all state preferential treatment requirements that exceed federal statutory or regulatory, or state statutory requirements, including but not limited to those concerning hiring and layoffs and state contractors or grantees"*.

The suggested resolution allows awarding departments to omit the federal agency contact requirement in bid documents while no federal agencies exist as M/W/DVBE resources, or if a federal agency is identified, an awarding department includes the agency name(s) and contact number(s), as supplied by the OSMB. State agencies are responsible to clarify this point in their bid packages. State agencies are also responsible to check the OSMB Internet Resource packet to ascertain the federal agency availability status prior to a bid package release. Additionally, vendors should be cautioned to pay close attention to bid package instructions regarding this issue and any possible changes.

The State Contracting Resource Packet and the Disabled Veteran Business Enterprise (DVBE) Certified Firm List are available on the Internet - <http://www.dgs.ca.gov/osmb>

concerns have been raised by contractors regarding Internet access in fulfilling Step 2 of the "good faith effort" rather than direct contact with agencies. Since statutes and regulations are not prohibitive, using the Internet is permissible.

Be sure to contact the awarding department with inquiries on documentation requirements.

STATE REFERRAL ORGANIZATIONS

CA Department of General Services
Office of Small and Minority Business (OSMB)
1531 I St Second Floor
Sacramento CA 95814-2016
Phone #: (916) 322-5060
FAX #: (916) 442-7855

Certified DVBE listing Internet address:

<http://www.dgs.ca.gov/osmb/dvbe/dvbe.htm>

California State Contracts Register (CSCR)

Internet Address : <http://www.dgs.ca.gov/osmb>

Serves as a resource to state agencies and business firms for the M/W/DVBE Participation Program, certifies small businesses & DVBEs, provides business information to further participation in state contracting opportunities. Publishes a listing of certified DVBEs.



CA Department of Transportation
(CALTRANS)
Business Enterprise Program
1820 Alhambra Blvd.
Sacramento CA 95816
Mailing Address: PO Box 942874
Sacramento CA 94274-0015
Phone #: (916) 227-9599

Certified M/WBE listing Internet address:

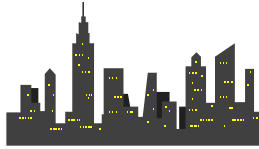
<http://www.dot.ca.gov/hq/bep/>

Certifies Disadvantaged Business Enterprises (DBEs), MBEs and WBEs, maintains a database and provides directories of M/WBE firms.

California Public Utilities Commission
505 Van Ness Ave Rm 2006
San Francisco CA 94102
Phone #: (415) 703-1267
FAX #: (415) 703-5922
Focus: M/WBEs
Internet Address:
<http://www.cpuc.ca.gov/wmbe.html>

Maintains a database of M/WBEs which is available in hard copy and diskette.

LOCAL REFERRAL ORGANIZATIONS



NORTHERN/CENTRAL CALIFORNIA

(209) AREA CODE

California Central Valley Procurement Center
(CCVPC) PTAC Center
1632 N Street
Merced CA 95342
Phone #: (209) 725-3800
FAX #: (209) 383-4959
E Mail: janemcg@ad.com
Focus: M/ W/DVBES
Membership Required: No

con't →→

The CCVPC is part of Dept. Of Defense's Procurement Technical Assistance Center (PTAC) program; provides assistance to M/WBE firms for sale of goods & services to government; referrals to primes and subs; provides assistance for M/W/DVBE certification; maintains M/W/DVBE database.

Regis Communications
Construction Bid Source Interactive (CBSI)
PO Box 160
Acampo CA 05220
Phone #: (209) 772-3670
FAX #: (209) 772-3528
Focus: M/W/DVBES
Membership required: No

Provides referrals to prime bidders and M/W/DVBE subcontractors. Also provides referrals to federal, state & local agencies. Maintains a database of M/W/DVBES & Contra Costa Builder's Exchange. Responds to phone inquiries

San Joaquin Delta College Small Business Developmental Center
814 North Hunter St
Stockton CA 95202
Phone #: (209) 474-5089
FAX #: (209) 474-5605
Focus: M/W/DVBES & Small Business
Membership Required: No

Provides free and confidential business consulting to area small businesses. Technical assistance is provided to business seeking to be subcontractors. Monthly procurement workshops are held at the center.

(707) AREA CODE

Humboldt Builder's Exchange Inc
2355 Myrtle Ave
Eureka CA 95501
Phone #: (707) 442-3708
FAX #: (707) 442-6051
Focus: M/W/DVBES
Membership Required: Yes

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Provides referrals to prime bidders and M/W/DVBE subcontractors. Provides membership list, database, & directory information upon request. Provides a plan room for construction bids.

LOCAL REFERRALS CONT

(916) AREA CODE

Butte College Small Business Development Center
260-A Cohasset Rd
Chico CA 95926
Phone #: (916) 895-9017
FAX #: (916) 895-9099
E Mail: bcsbdc@ben.bcoe.butte.k12.ca.us
Focus: M/W/DVBEs
Membership Required: No

Provides referrals to M/W/DVBE subcontractors and prime contractors upon request. Provides referrals to federal, state and local agencies. Maintains membership list for distribution upon request. Serves only Butte, Glenn, Tehama and Colusa Counties.

DVBE Network Sacramento & Vicinity
3075 Alhambra Dr Ste 201
Cameron Park CA 95682
Phone #: (916) 677-8922
FAX #: (916) 676-3651
Focus: DVBEs
Membership Required: No

Provides referrals to M/W/DVBE subcontractors and prime contractors. Hold monthly meetings for networking. Interact with state agency and public utility representatives. Provides DVBE capability matrix of certified DVBEs to prime contractors, state agencies and public utilities. Maintains a plan room for construction contracts.

The Greater Sacramento Small Business Development Center
1410 Ethan Way
Sacramento CA 95825
Phone #: (916) 263-6580
FAX #: (916) 263-6571
Focus: M/W/DVBEs
Membership Required: No

Provides referrals of prime contractors to M/W/DVBE subcontractors. Maintains reference library to assist small businesses. Provides business consultation services. Maintains a construction plan room.

DBE Express - Melissa Sullenger
930 Jones Rd
Yuba City CA 95991
Phone #: (916) 674-8512
FAX #: (916) 671-9213
Focus: M/W/DVBEs
Membership Required: No

Assists prime contractors with the State of California's bid process and compliance efforts in the participation program. A source for identifying M/W/DVBE firms for subcontracting. Provides assistance with completion of requirements for M/W/DVBE goal attainment and good faith effort. **Prime contractor is responsible to demonstrate Step 4 (inviting potential M/W/DVBE subcontractors to bid) & Step 5 (consider available M/W/DVBE subcontractors).**

Eldridge Bid Reporter, M/W/DVBE Assistance
PO Box 699
West Sacramento CA 95691
Phone #: (916) 444-7618
FAX #: (916) 444-7731
E Mail: ebr2@aol.com
Focus: M/W/DVBEs
Membership Required: Yes

Provides referrals to prime contractors for M/W/DVBE subcontractors. Maintains a database of more than 9000 firms that supply specific products or services throughout California. **Prime contractor is responsible to demonstrate Step 4 (inviting potential M/W/DVBE subcontractors to bid) & Step 5 (consider available M/W/DVBE subcontractors).**

Sacramento Builder's Exchange
1331 T St
Sacramento CA 95814
Phone #: (916) 442-8991
FAX #: (916) 446-3117
Focus: M/W/DVBEs
Membership Required: No

Provides referrals to prime contractors and M/W/DVBE subcontractors. Provides membership list, database, & directory upon request. Provides networking opportunities & information for all areas of construction industry. Maintains a plan room for construction bids.

LOCAL REFERRALS CON'T

(916) AREA CODE

Women Construction Owners & Executives
PO Box 6407
Folsom CA 95763-6407
Phone #: (916) 536-9337
FAX #: (916) 962-1678
Focus: MBEs
Membership Required: No

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Provides referrals for prime bidders and M/W/DVBE subcontractors. Networks with primes as members of the organization. Maintains a directory. Provides information through phone inquiries and newsletter. Maintains a plan room for construction bids.

SAN FRANCISCO/BAY AREA

(408) AREA CODE

California Daily Bid Advisor
1276 Lincoln Ave #203
San Jose CA 95125
Phone #: (408) 998-0241
FAX #: (408) 998-2534
Focus: M/W/DVBEs
Membership Required: No

Provides referrals to prime bidders and M/W/DVBE subcontractors. Maintains a database of DVBEs. Provides directory and membership list, bulletin board access, newsletter, and responds to phone inquiries.

San Jose Minority Business Development Center
84 W Santa Clara #360
San Jose CA 95113
Phone #: (408) 271-0400
FAX #: (408) 271-0404
Focus: MBEs
Membership Required: Yes

Provides referrals to prime bidders and M/W/DVBE subcontractors. Provides membership list and database information. Maintains a plan room for construction bids.

Challenge News
1276 Lincoln Ave #203
San Jose CA 95125
Phone #: (408) 998-0241
FAX #: (408) 998-2534
Focus: M/W/DVBEs
Membership Required: No

Provides referrals to prime bidders and M/W/DVBE subcontractors. Maintains a database of DVBEs. Provides directory and membership list, bulletin board access, newsletter, and responds to phone inquiries.

Procurement Training and Assistance Center
111 No Market St Ste 651
San Jose CA 95113-1112
Phone #: (408) 283-0500
FAX #: (408) 283-1999
Focus: M/W/DVBEs
Membership Required: No

Part of the Dept. of Defense's Procurement Technical Assistance Center (PTAC) program. Provides referrals to prime bidders and M/W/DVBE subcontractors. Provides information on federal/state/local procurement actions. Assists in bid package preparation & M/W/DVBE certifications. Maintains database for automated bid matching & referral.

(415) AREA CODE

Asian Inc
1670 Pine St
San Francisco CA 94109
Phone #: (415) 928-5910
FAX #: (415) 921-0182
Focus: M/WBEs
Membership Required: No

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Provides M/W/DVBE referrals to prime bidders. Maintains a database of M/W/DVBEs. Maintains plan room for construction bids.

LOCAL REFERRALS CON'T

(415) AREA CODE

Association for Service Disabled Veterans
PO Box 2312
Stanford CA 94305
Phone #: (415) 949-3751
FAX #: (415) 949-0336
E Mail: cvetline@cruzio.com
Focus: DVBEs
Membership Required: No

ASDV is a national organization serving as an advocate for service-disabled and POW veteran business owners. Provides referrals to prime bidders and M/W/DVBE subcontractors. Maintains a membership list, database, directory, newsletter and bulletin board. Information is provided upon request.

ASDV offers a statewide network of District Counselors reached at (800) 677-1132. Names and mailing addresses are as follows:

Bill Colbert
1276 Lincoln Ave Ste 203A
San Jose CA 95124 con't →→

San Francisco Commission on the Status of Women
25 Van Ness Ave Rm 130
San Francisco CA 94102
Phone #: (415) 252-2570
FAX #: (415) 252-2575
E Mail: women_comm@spl.lib.ca.us
Focus: WBEs
Membership Required: No

Maintains job opportunity referral listing and responds to inquiries regarding job opportunities and M/W/DVBE subcontractors.

Women Construction Owners & Executives, USA
California State Chapter
PO Box 883034
San Francisco CA 94188-3034
Phone #: (510) 339-8884
FAX #: (415) 467-2140
Focus: WBEs
Membership Required: No con't →→

Bob Inskeep
PO Box 1609
Boyes Hot Springs CA 95416
Steven Struthers
2200 North Point #202
San Francisco CA 94123
Jerry Bowers
103 Sable Point
Alameda CA 94501
Dan Wynn
1400 West Marlette St #90
Ione CA 95640
Joe Forney
16701 Main St STE 250
Hesperia CA 92345
Fred Spates
7631 Whitney Dr
Huntington Beach CA 92647
Nate Brogin
5043 Matilija
Sherman Oaks CA 91423
Phil Thompson
PO Box 1130
Idyllwild CA 92549

Small Business Exchange
703 Market St Ste 1000
San Francisco CA 94103
Phone #: (415) 778-6250
FAX #: (415) 778-6255
Focus : M/W/DVBEs
Membership Required: No

Provides service assisting prime bidders in attaining participation goals and/or good faith effort. Provides referrals to prime bidders for subcontractors. **Prime contractor is responsible to demonstrate Step 4 (inviting potential M/W/DVBE subcontractors to bid) & Step 5 (consider available M/W/DVBE subcontractors).**

Provides referrals for prime bidders and M/W/DVBE subcontractors. Networks with primes as members of the organization. Maintains a directory. Provides information through phone inquiries and newsletter. Maintains a plan room for construction bids.

LOCAL REFERRALS CON'T

(510) AREA CODE

BidCom
305 Pimlico Dr
Walnut Creek CA 94596
Phone #: (510) 906-0928
FAX #: (510) 944-9428
E Mail: magana@ix.netcom.com
Focus: M/W/DVBEs
Membership Required: Yes
Internet Address:
<http://www.bidcom.com>

Provides referrals to prime bidders and M/W/DVBE subcontractors. Maintains membership list, database & directory. Provides advertising through Internet.

City of Richmond, Office of Contract Compliance
2600 Barrett Ave
Richmond CA 94806
Phone #: (510) 307-8017
FAX #: (510) 620-6716
Focus: M/W/DVBEs
Membership Required: No

Provides referrals to prime bidders and M/W/DVBE subcontractors. Maintains database and directory. Provides information upon request. Maintains a plan room for construction bids

Northern California Minority Business Opportunity Committee
1221 Oak St Ste 555
Oakland CA 94612
Phone #: (510) 272-3865
E Mail: hlogwood@thecity.sfsu.edu
Focus: M/W/DVBEs
Membership Required: No

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Builders' Exchange of Alameda County
3055 Alvarado St
San Leandro CA 94577
Phone #: (510) 483-8880
FAX #: (510) 352-1509
Focus: M/W/DVBEs
E Mail: spleary@ix.netcom.com
Membership Required: Yes

Provides referrals to prime bidders and M/W/DVBE subcontractors. Maintains a plan room for construction contracts. Provides assistance with subbid requests for contractors.

Contra Costa Small Business Development Center
2425 Bisso Ln Ste 200
Concord CA 94520-4817
Phone #: (510) 646-5377
FAX #: (510) 646-5299
Focus: M/W/DVBEs
Membership Required: No

Provides technical assistance and training to small businesses. Participates in education and training with other organizations, institutions and placement programs. Specific to Contra Costa County.

Acts as a broker with federal, state, and local governmental agencies. Provides referrals for prime bidders and M/W/DVBE subcontractors. Maintains membership list, database, and directory. Provides information upon request.

LOCAL REFERRALS CONT

SOUTHERN CALIFORNIA

(213) AREA CODE

Los Angeles Minority Business Opportunity
Committee
200 N Main St Rm 1250
Los Angeles CA 90012
Phone #: (213) 847-6200
FAX #: (213) 847-0893
E Mail: vsoto@mayor.ci.la.ca.us
Focus: M/WBEs
Membership Required: No

Provides referrals to prime bidders and M/W/DVBE
subcontractors. Maintains database and directory.
Sponsors business and trade fairs. Provide notification
of bids and prebid conferences.

Vendor Relations/L A County M T A
PO Box 194
Los Angeles CA 90053
Phone #: (213) 922-1062
FAX #: (213) 922-1003
Focus: M/WBEs
Membership Required: No

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Minorities on Business Magazine
1345 S Rimpau Blvd
Los Angeles CA 90019
Phone #: (213) 933-0945
FAX #: (213) 936-0249
Focus: M/W/DVBEs
Membership Required: No

Provide referrals to prime bidders and M/W/DVBE
subcontractors. Disseminates information to
M/WBEs and small businesses. Provides
information upon request.

Provides referrals to prime bidders and M/WBE
subcontractors. Maintains membership list.
Conducts trade shows and special outreach projects.
Maintains plan room for construction bids.

(310) AREA CODE

California Journal for Filipino-Americans
PO Box 11291
Beverly Hills CA 90213
Phone #: (310) 659-5582
FAX #: (310) 659-7581
Focus: M/WBEs
Membership Required: No

Now in the process of collating information for a referral
directory.

MBE Magazine
3528 Torrance Blvd #101
Torrance CA 90503
Phone #: (310) 540-9398
FAX #: (310) 792-8263
E Mail: mbewbe@ix.netcom.com
Focus: M/W/DVBEs
Membership Required: No

Provides a medium for outreach by prime contractors
to qualified M/W/DVBEs and outreach by
M/W/DVBEs for joint ventures.

LOCAL REFERRALS CONT

(310) AREA CODE

Southwest Los Angeles County Small
Business Development Center
21221 S Western Ave Ste 110
Torrance CA 90501
Phone #: (310) 787-6466
FAX #: (310) 782-8607
Focus: M/WBEs
Membership Required: No

Assists entrepreneurs, small business owners, and
persons considering starting a business by providing
counseling, workshops and training. Maintains a
reference library.

Westside Small Business Development Center
3233-C Donald Douglas Loop South
Santa Monica CA 90405
Phone #: (310) 398-8883
Focus: M/WBEs
FAX #: (310) 398-3024
Membership Required: No

Assists entrepreneurs, small business owners, and
persons considering starting a business by providing
counseling, workshops and training. Maintains a
reference library.

(619) AREA CODE

Construction News Weekly
3660 Ruffin Rd Ste A
San Diego CA 92123-1810
Phone #: (619) 974-9806
FAX #: (619) 974-9913
E Mail: worley@ix.netcom.com
Focus: M/W/DVBEs
Membership Required: Yes

Provide referrals to M/W/DVBEs from prime bidder
membership. Maintain database and electronic bulletin
board for networking. Respond to phone inquiries.
Maintain plan room for construction bids.

Imperial Valley Small Business Development
Center
301 N Imperial Ste B
El Centro CA 92243
Phone #: (619) 312-9800
Focus: M/WBEs
FAX #: (619) 312-9838
Membership Required: No

Provides management and technical counseling to
subcontractors.

WeBe Press
3660 Ruffin Rd Ste H
San Diego CA 92123-1810
Phone #: (619) 974-9806
FAX #: (619) 974-9913
Focus: M/W/DVBEs
Membership Required:

con't →→

Contracting Opportunities Center
3350 Market St
San Diego CA 92102
Phone #: (619) 595-7057
FAX #: (619) 531-8829
Focus: M/W/DVBEs & Small business
Membership Required: No

Part of the Dept. of Defense's Procurement Technical
Assistance Center (PTAC) program. Provides
referrals to prime bidders and M/W/DVBE
subcontractors. Provides information on
federal/state/local procurement actions. Assists in
bid package preparation & M/W/DVBE certifications.
Maintains database for automated bid matching &
referral.

Minority Opportunity
PO Box 152231
San Diego CA 92195
Phone #: (619) 287-2017
FAX #: (619) 287-2017
Focus: M/W/DVBEs
Membership Required: No

Provides referrals to prime bidders and M/W/DVBE
subcontractors in Southern California. Maintains
directory and database. Respond to phone inquiries.

Provides referrals to prime bidders and M/W/DVBE
subcontractors. Maintains database and electronic
bulletin board. Maintains plan room for construction
bids.

LOCAL REFERRALS CON'T

(714) AREA CODE

University of California, Irvine/ ACCELERATE
Technology Small Business Development Ctr
4199 Campus Dr #240
Irvine CA 92715
Phone #: (714) 509-2990
FAX #: (714) 509-2997
Focus: M/W/DVBEs
Membership Required: Yes
Commodities directory available through **Internet - Gopher** as follows:
Campus; Administrative and Business Services;
Procurement Services; Small Business Programs;
Small Business Directory.

Provides referrals to prime bidders and M/W/DVBE subcontractors. Specializes in high growth/high technology ventures. Provides counseling to clients and responds to phone inquiries.

con't →→

(805) AREA CODE

Kern Minority Contractors Association
PO Box 2367
Bakersfield CA 93302
Phone #: (805) 324-2480 or (805) 831-5067
FAX #: (805) 836-9287
Focus: M/W/DVBEs
Membership Required: Yes

Provides networking services between prime bidders and M/W/DVBE subcontractors. Sponsors outreach events. Responds to phone inquiries.

Ventura County Center for Business Development
730 South B St Ste 210
Oxnard CA 93030
Phone #: (805) 486-9933
FAX #: (805) 486-6939
E Mail: gobusiness@aol.com
Focus: M/W/DVBEs
Membership Required: No

Provides referrals for prime bidders and M/W/DVBE subcontractors. Specializes in government procurement programs and preparation of certification applications. Responds to phone inquiries. Maintains plan room for construction bids.

Santa Barbara Minority Business Development Center
22 N Milpitas St Ste H
Santa Barbara CA 93103
Phone #: (805) 965-2611
FAX #: (805) 965-3231
Focus: MBEs
Membership Required: No

Provides referrals to prime bidders and M/W/DVBE subcontractors.

Weill Institute Small Business Development Center (SBDC)
1706 Chester Ave Ste 200
Bakersfield CA 93301
Phone #: (805) 322-5881
FAX #: (805) 322-5663
Focus: M/W/DVBEs
Membership Required: No

Provides referrals to prime bidders and M/W/DVBE subcontractors. Provides referrals to other agencies - Kern County, City of Bakersfield, and state agencies. Maintains a bulletin board and responds to phone inquiries.

LOCAL REFERRALS CON'T

(909) AREA CODE

Information Retrieval Service
PO Box 55803
Riverside CA 92517
Phone #: (909) 689-2819
FAX #: (909) 689-2962
Focus: M/W/DVBEs
Membership Required: No

Provides referrals to prime bidders and M/W/DVBE subcontractors. Maintains database. Responds to phone inquiries.

Inland Empire Econ Partnership Small Business Development Center
2002 Iowa Ave Ste 110
Riverside CA 92507
Phone #: (909) 781-2345
FAX #: (909) 781-2353
Focus: M/W/DVBEs
Membership Required: No

Part of the Dept. of Defense's Procurement Technical Assistance Center (PTAC) program. Provides a database of M/W/DVBEs to prime contractors upon request. Provides information on federal, state, and local contract opportunities. Computer matches prime bidders and M/W/DVBE subcontractors. Assist with certification applications.

Riverside Community College District
Procurement Assistance Center
3638 University Ave Ste 210
Riverside CA 92501
Phone #: (909) 684-8469
FAX #: (909) 684-8369
Focus: M/W/DVBEs
Membership Required: No

con't →→

Part of the Dept. of Defense's Procurement Technical Assistance Center (PTAC) program. Provides a database of M/W/DVBEs to prime contractors upon request. Provides information on federal, state, and local contract opportunities. Computer matches prime bidders and M/W/DVBE subcontractors. Assist with certification applications.

NATIONAL REFERRAL ORGANIZATIONS



TRY US Resources
2105 Central Ave N E
Minneapolis MN 55418
Phone #: (612) 781-6819
FAX #: (612) 781-0109
Focus: MBEs
Membership Required: No

con't →→

Publishes a national minority business directory annually. Includes comprehensive information on listed companies. Provides referrals to prime bidders and subcontractors.

STEP 3

ADVERTISING WAS PUBLISHED IN **TRADE PAPERS AND PAPERS FOCUSING ON M/W/DVBES**, UNLESS TIME LIMITS IMPOSED BY THE AWARDING DEPARTMENT DO NOT PERMIT THAT ADVERTISING.

Bidders must advertise in **trade and focus publications** unless program compliance is achieved by attainment of all M/W/DVBE participation goals or the awarding department waives the good faith effort advertising requirements. Otherwise, the awarding department shall require that bidders advertise in acceptable **trade papers** and minority, women, and disabled veteran business enterprise **focus papers**.

Bidders must publish advertisements in **trade and focus publications** at least 14 calendar days prior to the due date of the solicitation response, unless a different time frame is specified in the bid package.

Typically, advertisements should be specific enough to encourage responses from potential M/W/DVBE subcontractors and/or suppliers and typically includes the following information:

- Identify the awarding department
- Identify the bid package
- State the bid opening date
- Identify the type of work available for bid or supplies needed
- Request bids or quotes from M/W/DVBE subcontractors or suppliers
- Specify the geographical area/location where the work will take place
- If a portion of the goals have been attained, it is necessary to identify the focus group(s) still needed for full participation

TRADE PAPER: Papers meeting all of the following criteria:

1. has a business orientation relating to the trade or industry for which the advertisement is being placed;
2. is known and used by the members of that trade or industry;
3. primarily offers articles, editorials (if any), and advertisements of business opportunities aimed at that trade or industry; AND,
4. is available within the geographical area for which the advertisement is placed and for which the services are to be performed.

FOCUS PAPER: "Papers focusing on minority, women, and disabled veteran business enterprises" that meet all of the following criteria:

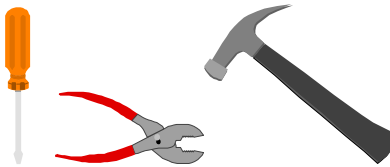
1. has an orientation relating to minority and/or women, and/or disabled veteran business enterprise(s);
2. is known and used by the members of the minority and/or women, and/or disabled veteran business enterprise community;
3. primarily offers articles, editorials (if any), and advertisements of business opportunities aimed at minority and/or women, and/or disabled veteran business enterprises; AND
4. is available within the geographical area for which the advertisement is placed and for which the services are to be performed.

**RESOURCES FOR SOLICITING
MINORITY, WOMEN, AND DISABLED VETERAN BUSINESS ENTERPRISES**

SUGGESTED ADVERTISING SOURCES

The number and type of publications required may vary from contract to contract. It is imperative that bidders carefully read the bid documents for specific information and instructions on advertising and contact the awarding department regarding inquiries about the bid package.

TRADE PAPERS



The following trade publications are listed by area codes within the geographical service area, however, they may provide statewide services. Bidders should use the trade publications that will best target their intended trade or industry.

NORTHERN/CENTRAL CALIFORNIA

(209) AREA CODE

Construction Weekly/Builders' Exchange of
Stockton Inc
PO Box 8040
Stockton CA 95208
Phone #: (209) 478-1000
FAX #: (209) 478-2132
Trade or Industry Type: Service 8% con't →→

Commodities 2% Construction 90%
Circulation: 600
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Fresno Builders' Exchange - Weekly Newsletter
1244 N. Mariposa St.
Fresno CA 93703
Phone #: (209) 237-1831
FAX #: (209) 264-2532
Trade or Industry Type: Construction 100%
Circulation: 750
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Regis Communications
Construction Bid Source Interactive (CBSI)
PO Box 160
Acampo CA 95220
Phone #: (209) 772-3670
FAX #: (209) 772-3528
E Mail: regis@inreach.com
Trade or Industry Type: Construction 100%
Circulation: 2000 +
Publication Frequency: Daily
Availability: ☒ Electronic ☐ Paper

TRADE PAPERS CON'T

(707) AREA CODE

Construction News
Solano-Napa Builders Exchange
135 Camino Dorado
Napa CA 94558
Phone #: (707) 255-2515
FAX #: (707) 255-2749
Trade or Industry Type: Construction 100%
Circulation: 500
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Humboldt Builders' Exchange
Weekly Bulletin
2355 Myrtle Ave
Eureka CA 95501
Phone #: (707) 442-3708
FAX #: (707) 442-6051
Trade or Industry Type: Construction 100%
Circulation: 300+
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Daily Pacific Builder and Construction
Data News
PO Box 27
Pope Valley CA 94567
Phone #: (707) 965-0748
FAX #: (707) 965-0749
Trade or Industry Type: Construction 100%
Circulation: 10,000
Publication Frequency: Daily
Availability: ☐ Electronic ☒ Paper

North Coast Builders Exchange
987 Airway Ct.
Santa Rosa CA 95403
Phone #: (707) 542-9502
FAX #: (707) 542-2027
E Mail: ncbeolwco.com
Trade or Industry Type: Service 10%
Commodities 10% Construction 80%
Circulation: 2000
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

(916) AREA CODE

California Bid Bulletin
c/o Eldridge Bid Reporter
PO Box 699
West Sacramento CA 95691
Phone #: (916) 444-7618
FAX #: (916) 444-7731
E Mail: ebr2@aol.com
Trade or Industry Type: Service 10%
Commodities 80% Construction 10%
Circulation: 708
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

MWDVBE Weekly
PO Box 699
West Sacramento CA 95691
Phone #: (916) 444-7618
FAX #: (916) 444-7731
E Mail: ebr2@aol.com
Trade or Industry Type: Service 60%
Commodities 10% Construction 30%
Circulation: 500
Publication Frequency: Weekly
Availability: ☒ Electronic ☒ Paper

Construction Star
1011 E. Bidwell
Folsom CA 95630
Phone #: (916) 536-9337
FAX #: (916) 962-1678
Trade or Industry Type: Mfg/Commodities 40%
Construction 60%
Circulation: 1,000 -1,500 **(Statewide)**
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Sacramento Builders' Exchange
(Weekly Bulletin)
1331 T Street
Sacramento CA 95814
Phone #: (916) 442-8991
FAX #: (916) 446-3117
Trade or Industry Type: Service 11%
Construction 89%
Circulation: 1,500
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

TRADE PAPERS CON'T

(916) AREA CODE

Shasta Builders' Exchange
2415 Larkspur Lane Ste A
Redding CA 96002
Phone #: (916) 221-5556
FAX #: (916) 221-2140
Trade or Industry Type: Service 5%
Construction 95%
Circulation: 734
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

The Weekly Bid Flash
PO Box 6407
Folsom CA 95763-6407
Phone #: (916) 536-9337
FAX #: (916) 962-1678
Trade or Industry Type: Service 10%
Construction 90%
Circulation: 300 **(Statewide)**
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

SAN FRANCISCO/BAY AREA

(408) AREA CODE

California Daily Bid Advisor
1276 Lincoln Ave #203
San Jose CA 95125
Phone #: (408) 998-0241
FAX #: (408) 998-2534
Trade or Industry Type: Service 33%
Commodities 33% Construction 34%
Circulation: 1000
Publication Frequency: Daily
Availability: ☒ Electronic ☒ Paper

Challenge News
1276 Lincoln Ave #203
San Jose CA 95125
Phone #: (408) 998-0241
FAX #: (408) 998-2534
Trade or Industry Type: Service 41%
Commodities 25% Construction 34%
Circulation: 900+
Publication Frequency: Daily
Availability: ☒ Electronic ☒ Paper

(415) AREA CODE

Construction Market Data, Inc.
589 Howard St Second Floor
San Francisco Ca 94105
Phone #: (415) 781-8088
FAX #: (415) 495-4797
Trade or Industry Type: Construction 100%
(Civil Engineering Const.)
Circulation: 1,550
Publication Frequency: Daily
Availability: ☐ Electronic ☒ Paper

CMD Construction Market Data
Construction Bulletin
80 Swan Way # 130
Oakland CA 94621-1438
Phone #: (800) 242-9747
FAX #: (707) 833-2767
Trade or Industry Type: Construction 100%
Circulation: 1,100 Northern California
1,800 Southern California
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Daily Construction Service
80 Swan Way # 130
Oakland CA 94621-1438
Phone #: (800) 242-9747
FAX #: (707) 833-2767
Trade or Industry Type: Service 10%
Construction 90%
Circulation: 1,200 No CA/1,500 So CA
Publication Frequency: Daily
Availability: ☐ Electronic ☒ Paper

Peninsula Builders Exchange
735 Industrial Rd
San Carlos CA 95040
Phone #: (415) 591-4486
FAX #: (415) 591-8108
E Mail: pbx@hooked.net
Trade or Industry Type: Construction 100%
Circulation: 625
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

TRADE PAPERS CON'T

(415) AREA CODE

SBE Products & Services Bid Reports
703 Market St Ste 1000
San Francisco CA 94103
Phone #: (415) 778-6250
FAX #: (415) 778-6255
Trade or Industry Type: Service 60%
Commodities 40%
Circulation: 4,000
Publication Frequency: Daily/Weekly
Availability: ☒ Electronic ☒ Paper

SBE Today
703 Market St Ste 1000
San Francisco CA 94103
Phone#: (415) 778-6250
FAX#: (415) 778-6255

con't →→

SBE Construction Bid Reports
703 Market St Ste 1000
San Francisco CA 94103
Phone #: (415) 778-6250
FAX #: (415) 778-6255
Trade or Industry Type: Service 10%
Commodities 10% Construction 80%
Circulation: 5,000
Publication Frequency: Daily/Weekly
Availability: ☒ Electronic ☒ Paper

Trade or Industry Type: Service 23%
Commodities 19% Construction 20%
Other 38%
Circulation: 1000
Publication Frequency: Daily
Availability: ☐ Electronic ☒ Paper

(510) AREA CODE

BidCom
305 Pimlico Dr
Walnut Creek CA 94596
Phone #: (510) 906-0928
FAX #: (510) 944-9428
E Mail: magana@ix.netcom.com
Trade or Industry Type: Service 30%
Commodities 30% Construction 40%
Circulation: To be determined
Publication Frequency: Daily
Availability: ☒ Electronic ☐ Paper

Builders Exchange of Alameda County
3055 Alvarado St
San Leandro CA 94577
Phone #: (510) 483-8880
FAX #: (510) 352-1509
E Mail: spleary@ix.netcom.com
Trade or Industry Type: Construction 95%
Circulation: 600
Publication Frequency: Weekly
Availability: ☒ Electronic ☒ Paper

Daily Construction Service
80 Swan Way # 130
Oakland CA 94621-1438
Phone #: (800) 242-9747
FAX #: (707) 833-2767

con't →→

B I D S Inc
1215 Pine St
Martinez CA 94564
Phone#: (510) 229-5965
FAX #: (510) 229-4451
Trade or Industry Type: Construction 100%
Circulation: Unknown
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

CMD Construction Market Data
Construction Bulletin
80 Swan Way # 130
Oakland CA 94621-1438
Phone #: (800) 242-9747
FAX #: (707) 833-2767
Trade or Industry Type: Construction 100%
Circulation: 1,100 No CA/1,800 So CA
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Trade or Industry Type: Service 10%
Construction 90%
Circulation: 1,200 Northern California
1,500 Southern California
Publication Frequency: Daily
Availability: ☐ Electronic ☒ Paper

TRADE PAPERS CON'T

SOUTHERN CALIFORNIA

(213) AREA CODE

Vendor Relations/L A County MTA
PO Box 194
Los Angeles CA 90053
Phone #: (213) 922-1062
FAX#: (213) 922-1003

con't →→

Trade or Industry Type: Service 40%
Commodities 20% Construction 40%
Circulation: 16,000
Publication Frequency: Monthly
Availability: ☐ Electronic ☒ Paper

(310) AREA CODE

California Journal for Filipino-Americans
PO Box 11292
Beverly Hills CA 90211
Phone #: (310) 659-5582
FAX #: (310) 659-7581
Trade or Industry Type: Service 50%
Commodities 50%
Circulation: 25,000
Publication Frequency: Twice a Month
Availability: ☐ Electronic ☒ Paper

CMD Construction Market Data
Construction Bulletin
8555 Aero Dr Ste 106
San Diego CA 92123
Phone #: (800) 850-2437
FAX #: (800) 850-9009
Trade or Industry Type: Construction 100%
Circulation: 3,300
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

MBE Magazine
3528 Torrance Blvd #101
Torrance CA 90503
Phone #: (310) 540-9398
FAX #: (310) 792-8263
E Mail: mbewbe@ix.netcom.com con't →→

Trade or Industry Type: Service 40%
Commodities 20% Construction 40%
Circulation: 40,000
Publication Frequency: Every 2 months
Availability: ☐ Electronic ☒ Paper

(619) AREA CODE

CMD Construction Market Data
Construction Bulletin
8555 Aero Dr Ste 106
San Diego CA 92123
Phone #: (800) 850-2437
FAX #: (800) 850-9009
Trade or Industry Type: Construction 100%
Circulation: 3,300
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Construction News Weekly
3660 Ruffin Rd Ste A
San Diego CA 92123-1810
Phone #: (619) 974-9806
FAX #: (619) 974-9913
E Mail: worley@ix.netcom.com
Trade or Industry Type: Service 20%
Construction 80%
Circulation: 1,000
Publication Frequency: Weekly
Availability: ☒ Electronic ☒ Paper

Daily Construction Reporter
7670 Opportunity Rd #100
San Diego CA 92111
Phone #: (619) 492-1402
FAX #: (619) 565-4182
Trade or Industry Type: Service 5%
Commodities 5% Construction 90%
Circulation: 625
Publication Frequency: Daily
Availability: ☒ Electronic ☒ Paper

Minority Bidders Bulletin
430 N Andreasen Dr
Escondido CA 92029
Phone #: (619) 745-6144
FAX #: (619) 747-8661
Trade or Industry Type: Service 10%
Commodities 10% Construction 80%
Circulation: 300+
Publication Frequency: Twice a week
Availability: ☐ Electronic ☒ Paper

TRADE PAPERS CON'T

(619) AREA CODE

WeBe Press
3660 Ruffin Rd Ste H
San Diego CA 92123-1810
Phone #: (619) 974-9806
FAX #: (619) 974-4806

con't →→

Trade or Industry Type: Service 15%
Commodities 5% Construction 80%
Circulation: 1,800
Publication Frequency: Twice a week/Weekly
Availability: ☒ Electronic ☒ Paper

(714) AREA CODE

The Government Bidder's Weekly
PO Box 2744
Huntington Beach CA 92647
Phone #: (800) 549-4784
FAX #: (714) 830-7316
E Mail: calbids@gbw.com
Trade or Industry Type: Service 45%
Commodities 45% Construction 10%
Circulation: 1,000
Publication Frequency: Weekly
Availability: ☒ Electronic ☒ Paper

The Internet Dispatcher
PO Box 1378
Laguna Beach CA 92652
Phone #: (714) 497-6436
FAX #: (714) 497-4923
E Mail: ann@idispach.com
Internet Address: www.idispach.com
Trade or Industry Type: Service 33.3%
Commodities 33.3% Construction 33.3%
Circulation: Unlimited on Internet
Publication Frequency: Daily
Availability: ☒ Electronic ☐ Paper

(805) AREA CODE

Kern Minority Contractors Association
PO Box 2367
Bakersfield CA 93302
Phone #: (805) 324-2480 or (805) 831-5067
FAX #: (805) 836-9287
Trade or Industry Type: Construction
Circulation: 4,000
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Ventura County Center for Business
Development
730 S "B" St Ste 210
Oxnard CA 93030
Phone #: (805) 486-9933
FAX #: (805) 486-6939
E Mail: gobusiness@aol.com
Trade or Industry Type: Service 50%
Commodities 10% Construction 40%
Circulation: 2,000
Publication Frequency: Monthly
Availability: ☒ Electronic ☒ Paper

(909) AREA CODE

Action Construction Services c/o
Building Trades The Blueprint
Focus News Network
P O Box 55803
Riverside CA 92517
Phone #: (909) 689-2819
FAX #: (909) 689-2962
Trade or Industry Type: Service 10%
Commodities 10% Construction 80%
Circulation: 1,000
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Information Retrieval Service c/o
Building Trades the Blueprint
PO Box 55803
Riverside CA 92517
Phone #: (909) 689-2819
FAX #: (909) 689-2962
Trade or Industry Type: Service 20%
Commodities 15% Construction 65%
Circulation: 1,000-2,000
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

FOCUS PAPERS



The following focus publications are listed by area codes within the geographical service area. Bidders should use the focus publication that will best target their intended focus group(s).

NORTHERN/CENTRAL CALIFORNIA (209) AREA CODE

Regis Communications

Construction Bid Source Interactive (CBSI)
PO Box 160
Acampo CA 95220
Phone #: (209) 772-3670
FAX #: (209) 772-3528
E Mail: regis@inreach.com

Focus: MBE 33% WBE 33% DVBE 33%
Circulation: 2000 +
Publication Frequency: Daily
Availability: ☒ Electronic ☐ Paper

con't →→

(916) AREA CODE

California Bid Bulletin c/o Eldridge Bid Reporter
PO Box 699
West Sacramento CA 95691
Phone #: (916) 444-7618
FAX #: (916) 444-7731
E Mail: ebr2@aol.com
Focus : MBE 45% WBE 40% DVBE 2%
Circulation: 708
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

El Hispano
928 2nd St Ste 300
Sacramento CA 95814
Phone #: (916) 442-0267
FAX #: (916) 442-2818
E Mail: Blarenas@aol.com
Focus: MBE 45% WBE 45% DVBE 10%
Circulation: 20,000
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

MWDVBE Weekly
PO Box 699
West Sacramento CA 95691
Phone #: (916) 444-7618
FAX #: (916) 444-7731
E Mail: ebr2@aol.com
Focus: MBE 45% WBE 55% DVBE 2%
Circulation: 500
Publication Frequency: Weekly
Availability: ☒ Electronic ☒ Paper

The Sacramento Observer
2330 Alhambra Blvd.
Sacramento CA 95817
Phone #: (916) 452-4781
FAX #: (916) 452-7744
E Mail: Observer@concourse.net
Focus: MBE 100%
Circulation: 49,800
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

The Weekly Bid Flash
PO Box 6407
Folsom CA 95763-6407
Phone#: (916) 536-9337
FAX#: (916) 962-1678
Focus: MBE 15% WBE 70% DVBE 15%
Circulation: 300 (STATEWIDE)
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

The Weekly Reporter
2100 Watt Ave #110
Sacramento CA 95825
Phone #: (916) 487-5500
FAX #: (916) 487-5570
Focus: MBE 33% WBE 33% DVBE 33%
Circulation: 3,000
Publication Frequency: Weekly
Availability: ☒ Electronic ☒ Paper

FOCUS PAPERS CON'T

SAN FRANCISCO/BAY AREA

(408) AREA CODE

Challenge News
1276 Lincoln Ave #203
San Jose CA 95125
Phone #: (408) 998-0241
FAX #: (408) 998-2534
Focus: MBE 26% WBE 1% DVBE 70%
Circulation: 900+
Publication Frequency: Daily
Availability: ☒ Electronic ☒ Paper

Daily Bid Advisor
1276 Lincoln Ave #203
San Jose CA 95125
Phone #: (408) 998-0241
FAX #: (408) 998-2534
Focus: MBE 43% WBE 43% DVBE 14%
Circulation: 1000
Publication Frequency: Daily
Availability: ☒ Electronic ☒ Paper

(415) AREA CODE

Asian Business Association, Inc.
505 Beach St.
San Francisco CA 94133
Phone #: (415) 921-8880
FAX #: (415) 284-6767
Focus : MBE 100%
Circulation: 1000
Publication Frequency: Every 2 wks/Monthly
Availability: ☒ Electronic ☒ Paper

El Bohemio, Inc
3133 22nd St
San Francisco CA 94110
Phone #: (415) 647-1924
FAX #: (415) 824-7248
Focus: MBE 100%
Circulation: 40,000
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

SBE Construction Bid Reports
703 Market St Ste 1000
San Francisco CA 94103
Phone #: (415) 778-6250
FAX #: (415) 778-6255
Focus : MBE 43% WBE 56% DVBE 1%
Circulation: 5,000
Publication Frequency: Daily/Weekly
Availability: ☒ Electronic ☒ Paper

SBE Products & Bid Reports
703 Market St Ste 1000
San Francisco CA 94103
Phone #: (415) 778-6250
FAX #: (415) 778-6255
Focus : MBE 53% WBE 46% DVBE 1%
Circulation: 4,000
Publication Frequency: Daily/Weekly
Availability: ☒ Electronic ☒ Paper

SBE Today
703 Market St Ste 1000
San Francisco CA 94103
Phone #: (415) 778-6250
FAX #: (415) 778-6255

con't →→

Focus : MBE 43% WBE 56% DVBE 1%
Circulation: 1000
Publication Frequency: Daily
Availability: ☒ Electronic ☒ Paper

FOCUS PAPERS CON'T

(510) AREA CODE

BidCom
305 Pimlico Dr
Walnut Creek CA 94596
Phone #: (510) 906-0928
FAX #: (510) 944-9428
E Mail: magana@ix.netcom.com

con't → →

Focus: MBE 50% WBE 40% DVBE 10%
Circulation: To be determined
Publication Frequency: Daily
Availability: ☒ Electronic ☐ Paper

SOUTHERN CALIFORNIA

(213) AREA CODE

La Opinion
411 W 5th Street
Los Angeles CA 90013
Phone #: (213) 896-2272
FAX #: (213) 896-2236
Focus: MBE 100%
Circulation: 103,701
Publication Frequency: Daily
Availability: ☐ Electronic ☒ Paper

El Mundo
6404 Wilshire Blvd Ste 600
Los Angeles CA 90048
Phone #: (800) 827-6762
FAX #: (213) 655-8712
Focus: MBE 50% WBE 50%
Circulation: 32,000
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Minorities on Business Magazine
1345 S Rimpau Blvd
Los Angeles CA 90019
Phone #: (213) 933-0945
FAX #: (213) 936-0249
Focus: MBE 30% WBE 30% DVBE 10%
Circulation: 225,000+
Publication Frequency: Quarterly
Availability: ☐ Electronic ☒ Paper

Vendor Relations/LA County MTA
PO Box 194
Los Angeles CA 90053
Phone #: (213) 922-1062
FAX #: (213) 922-1003
Focus: MBE 50% WBE 50%
Circulation: 16,000
Publication Frequency: Monthly
Availability: ☐ Electronic ☒ Paper

(310) AREA CODE

California Journal for Filipino-Americans
PO Box 11292
Beverly Hills CA 90211
Phone #: (310) 659-5582
FAX #: (310) 659-7581
Focus: MBE 50% WBE 50%
Circulation: 25,000
Publication Frequency: Twice a Month
Availability: ☐ Electronic ☒ Paper

MBE Magazine
3528 Torrance Blvd #101
Torrance CA 90503
Phone #: (310) 540-9398
FAX #: (310) 792-8263
E Mail: mbewbe@ixnetcom.com
Focus: MBE 87% WBE 7% DVBE 2%
Circulation: 40,000
Publication Frequency: Every 2 months
Availability: ☐ Electronic ☒ Paper

FOCUS PAPERS CON'T

(619) AREA CODE

AHORA Now
675 E San Ysidro Blvd
San Ysidro CA 92173
Phone #: (619) 428-1537
FAX #: (619) 428-0871
Focus: MBE 98%
Circulation: 10,000
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Construction News Weekly
3660 Ruffin Rd Ste A
San Diego CA 92123-1810
Phone#: (619) 974-9806
FAX#: (619) 974-9913
E Mail: worley@ix.netcom.com
Focus: MBE 45% WBE 45% DVBE 10%
Circulation: 1,000
Publication Frequency: Weekly
Availability: ☒ Electronic ☒ Paper

Minority Bidders Bulletin
430 N Andreasen Dr
Escondido CA 92029
Phone #: (619) 745-6144
FAX #: (619) 747-8661
Focus: MBE 33% WBE 33% DVBE 33%
Circulation: 300+
Publication Frequency: Twice a week
Availability: ☐ Electronic ☒ Paper

WeBe Press
3660 Ruffin Rd Ste H
San Diego CA 92123-1810
Phone#: (619) 974-9806
FAX #: (619) 974-9913

con't →→

California Minority Focus Paper
7670 Opportunity Rd #185
San Diego CA 92111
Phone #: (619) 492-1454
FAX #: (800) 209-7651
Focus: MBE 60% WBE 20% DVBE 20%
Circulation: 325
Publication Frequency: Weekly
Availability: ☒ Electronic ☒ Paper

La Prensa San Diego
1950 Fifth Ave Ste 1-3
San Diego CA 92101-2309
Phone #: (619) 231-2874
FAX #: (619) 231-9180
E Mail: laprensa@ix.netcom.com
Focus: MBE 100%
Circulation: 30,000
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Minority Opportunity
PO Box 152231
San Diego CA 92195
Phone #: (619) 287-2017
FAX #: (619) 287-2017
Focus: MBE 65% WBE 20% DVBE 1%
Circulation: 8,000
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Focus: MBE 45% WBE 45% DVBE 10%
Circulation: 1,800
Publication Frequency: Twice a Week
Availability: ☒ Electronic ☒ Paper

(805) AREA CODE

Kern Minority Contractors Association
PO Box 2367
Bakersfield CA 93302
Phone #: (805)324-2480 or (805) 831-5067
FAX #: (805) 836-9287
E Mail: global1@pacbell.net
Focus: MBE 50% WBE 25% DVBE 25%
Circulation: 4,000
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Ventura County Center for
Business Development
730 South "B" Street Ste 210
Oxnard CA 93030
Phone #: (805) 486-9933
FAX #: (805) 486-6939
E Mail: gobusiness@aol.com
Focus: MBE 50% WBE 49% DVBE 1%
Circulation: 2,000
Publication Frequency: Monthly
Availability: ☒ Electronic ☒ Paper

FOCUS PAPERS CON'T

(909) AREA CODE

Information Retrieval Service
c/o The M/W/DVBE Source
PO Box 55803
Riverside CA 92517
Phone #: (909) 689-2819
FAX #: (909) 689-2962
Focus: MBE 25% WBE 25% DVBE 50%
Circulation: 1,000 - 2,000
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

Action Construction Services
c/o Building Trades "The Blueprint"
Focus News Network
PO Box 55803
Riverside CA 92517
Phone #: (909) 689-2819
FAX #: (909) 689-2962
Focus: MBE 50% WBE 40% DVBE 10%
Circulation: 1,000 - 2,000
Publication Frequency: Weekly
Availability: ☐ Electronic ☒ Paper

STEP 4

INVITATIONS TO BID WERE SUBMITTED TO POTENTIAL M/W/DVBE CONTRACTORS.

Steps 1-3 established a large list of potential MBE, WBE and/or DVBE subcontractors and suppliers. From these lists one or all focused groups may be included depending upon the focus group participation being sought.

Solicit potential MBEs, WBEs, and DVBEs appropriate for the work or supplies sought by the potential contractor via direct mail, telephone, FAX, and personal E-mail contact or through referral centers for a bid. Ensure the solicitation method used meets bid documentation requirements. Solicitation shall include invitations to bid to potential MBEs, WBEs, and DVBEs, such as those referred by the awarding department, M/W/DVBE referral organizations, other parties known to the potential contractor, or firms which contact the potential contractor directly. Invitations must be specific so that a bid reply may be made. Invitations must also be equal. For example, if bonding assistance is offered to one potential subcontractor, it must be offered to all. Additionally, information must be carefully documented and MBE, WBE, and DVBE contacts should be distinguishable. When utilizing a service firm that assists prime bidders with completion of requirements for M/W/DVBE goal attainment and good faith effort, the prime contractor is responsible to demonstrate Step 4 (inviting potential M/W/DVBE subcontractors to bid) and Step 5 (consider available M/W/DVBE subcontractors).

STEP 5

AVAILABLE M/W/DVBES WERE **CONSIDERED**.

The bidder must make a bona fide effort to carry out all actions specified in the good faith effort **except advertising when the awarding department has waived that requirement**). All M/W/DVBE responses should be carefully reviewed and evaluated. The bidder must **consider** all responding subcontractors for a specified service based upon the same information and evaluation criteria. Subcontractors that are selected should be identified according to solicitation package requirements. Each selected subcontractor must contribute to the fulfillment of the contract by performing a **commercially useful function**. Furthermore, if the bidder decides not to select a potential subcontractor, the business reasons for non-selection must be documented and submitted to the awarding agency. When utilizing a service firm that assists prime bidders with completion of requirements for M/W/DVBE goal attainment and good faith effort, the prime contractor is responsible to demonstrate Step 4 (inviting potential M/W/DVBE subcontractors to bid) and Step 5 (consider available M/W/DVBE subcontractors).


The awarding department shall evaluate the effort made by the bidder to seek out and **consider** minority, women, and disabled veteran business enterprises as potential subcontractors for services, materials, labor, supplies or equipment.

In evaluating the program compliance effort by the bidder, the awarding department shall require written evidence that the bidder completed Steps 1, 2, 4, and 5 of the good faith effort. Unless the awarding department waived the advertising requirement, the written evidence must also include Step 3 for advertising.


Based on this evaluation, the awarding department, **in its sole discretion**, may find that the bidder has complied with the program requirements. If a bidder fails to meet the participation program requirements, the bidder shall be deemed nonresponsive for purposes of an awarding department's evaluation, and is thus ineligible for a contract award.

Awarding departments may accept **M/WBE self-certifications** and shall accept CalTrans (including reciprocity agencies) **formal M/WBE certifications** in a response to a solicitation where participation goals are required. If the awarding department accepts **M/WBE self-certification**, the solicitation shall state that fact.

DVBE certification requires formal certification procedures through the OSMB. A copy of the DVBE certification letter must be included in the documentation submitted to the awarding department.




CONSIDER: Means that the bidder made a bona fide effort to carry out all actions specified in Section 10115.2(b)(1-5) (except when advertising requirements have been waived by the awarding department), and reviewed M/W/DVBE responses and carefully evaluated and documented the reasons for not selecting such potential subcontractors. The bidder must consider all responding subcontractors for a specified service based upon the same information and evaluation criteria.




COMMERCIALLY USEFUL FUNCTION: A M/W/DVBE contractor, subcontractor or supplier is considered performing a commercially useful function when it meets the following criteria:


(1) The business concern is: responsible for the execution of a distinct element of the work of the contract; carrying out its obligation by actually performing, managing or supervising the work involved; and performing work that is normal for its business services and functions, and (2) The business concern is not further subcontracting a greater portion of the work than would be expected by normal industry practices.




M/WBE SELF-CERTIFICATION: (1) Certification by Bidder's Authorized Representative - The bidder's authorized representative must sign a certification for a bid submitted in response to a solicitation that requires subcontracting to minority, women, and/or disabled veteran business enterprises. The certification shall include a statement regarding the diligent effort of the representative to ascertain that each firm set forth in the bid or proposal complies with the legal definitions of MBE, WBE, and/or DVBE. (2) Self-Certification by Authorized Representative of each M/WBE - The authorized representative of each M/WBE shall sign a self-certification stating that the firm complies with the legal definition of MBE or WBE.



M/WBE FORMAL CERTIFICATION: The authorized representative of each M/WBE claiming "formal certification," shall provide a copy of a letter or document of certification or shall list the formal certification number provided by the California Department of Transportation or participating state or local agency as identified by the Department of Transportation. Such letter or documentation shall provide sufficient evidence of current M/WBE certification status.




CONSIDER: Means that the bidder made a bona fide effort to carry out all actions specified in Section 10115.2(b)(1-5) (except when advertising requirements have been waived by the awarding department), and reviewed M/W/DVBE responses and carefully evaluated and documented the reasons for not selecting such potential subcontractors. The bidder must consider all responding subcontractors for a specified service based upon the same information and evaluation criteria.




COMMERCIALLY USEFUL FUNCTION: A M/W/DVBE contractor, subcontractor or supplier is considered performing a commercially useful function when it meets the following criteria:

(1) The business concern is: responsible for the execution of a distinct element of the work of the contract; carrying out its obligation by actually performing, managing or supervising the work involved; and performing work that is normal for its business services and functions, and (2) The business concern is not further subcontracting a greater portion of the work than would be expected by normal industry practices.

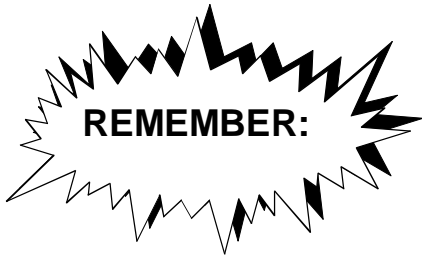







M/WBE SELF-CERTIFICATION: (1) Certification by Bidder's Authorized Representative - The bidder's authorized representative must sign a certification for a bid submitted in response to a solicitation that requires subcontracting to minority, women, and/or disabled veteran business enterprises. The certification shall include a statement regarding the diligent effort of the representative to ascertain that each firm set forth in the bid or proposal complies with the legal definitions of MBE, WBE, and/or DVBE. (2) Self-Certification by Authorized Representative of each M/WBE - The authorized representative of each M/WBE shall sign a self-certification stating that the firm complies with the legal definition of MBE or WBE.



M/WBE FORMAL CERTIFICATION: The authorized representative of each M/WBE claiming "formal certification," shall provide a copy of a letter or document of certification or shall list the formal certification number provided by the California Department of Transportation or participating state or local agency as identified by the Department of Transportation. Such letter or documentation shall provide sufficient evidence of current M/WBE certification status.

SUMMARY



- Awarding departments have discretion when to include M/W/DVBE Participation Program requirements in a contract. 
- Read each bid package carefully. Documentation requirements may vary among awarding departments. 
- If a bidder fails to meet all minimum participation goals or demonstrate and document a good faith effort to attain participation, the awarding department shall award to the next lowest responsive and responsible bidder. 
- Bidders may wish to document their good faith effort in addition to goal attainment. In the event that a listed subcontractor cannot fulfill their commitment for the contract, the prime bidder would then have documentation to establish the good faith effort. 
- Some referral organizations may charge a fee for services, membership fee, or cost of materials. 

**Postage
Required**

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Required**